

RFP #OMBICO-16-01- INSPREMIUM-001

Questions

1) General

- a) Length of relationship with Conner Strong Off and on for 20 years. We use to bid by line of business but the last contract we did away with bidding by line of business and went to broker services. Connor Strong won that contract which was for 5 years.
- b) Is the current compensation methodology fee, commission, or both? Commission. What is the total compensation? Depends on the line of insurance that is placed 10% to 16.5% commission
- c) Are universities and K12 schools included in the program? Yes for Property and boiler coverage. Police? Yes for Aviation

2) Property

- a) Statement of Values See Attachment 1 - gives Total Insured Value
- b) Copy of current form. If not available confirmation of form basis; ie, AIG form, broker form, etc AIG Form
- c) 5 year ground up loss history Loss runs will be provided at the time of the award. Nothing has breached the deductible of \$2.5 million
- d) Delaware Turnpike – confirm this is a package policy with Travelers Yes It is all with Travelers
- e) Are there any pain points with AIG? No

3) Casualty

- a) Five year loss history for Automobile, General Liability, and Workers Compensation.
 - i) Corresponding exposure history if available GL is bare we enjoy sovereign immunity. Auto and Workers' Comp is self-insured.
- b) Is WC Self Insured? Yes If so, is there Excess Workers Compensation purchased? Not at this time.
- c) Who currently handles the WC claims; State of DE or a TPA? Third Party Administrator
 - i) If a TPA, who and for how long? PMA for over 20 years Do you require any assistance for WC claims? Not at this time
- d) Are all the state vehicles included? Auto is self-insured and the State of Delaware handles the claims in house It would appear the scheduled policies cover very few vehicles That is correct.

4) Aviation – what's the exposure

- a) Can you provide a fleet schedule? We have 4 helicopters 2 Bell 407s and 2 Bell 429s and 1 Cessna
- b) 5 year loss history/run Loss runs will be provided at the time of the award.
- c) Brief description on the use of the aircraft/helicopters medical evacuation and police support. http://dsp.delaware.gov/aviation_unit.shtml
- d) Any non-owned liability exposure? No at this time
- e) Do you operate Drones? Not at this time Do you hire third parties to operate drones on their behalf. Not at this time.

5) Pollution

- a) Is the scheduled policy for a specific site or more broadly covering state activities? Just what is listed for the Turnpike

6) Estimated number of certificates requested per year? 5000

- 7) Estimated number of contract reviews per year? **Average 5**
- 8) Can you provide a schedule of Surety Bonds include type and premiums? **Two patient trust bonds for Department of Health & Social Services and the Veterans Home. DHSS premium \$30,000 and \$7500 for the Veterans Home.**
- 9) Regarding the separately sealed Compensation portion of the proposal; are you looking just for our firm's methodology to client compensation or are you seeking a full fee quote on your program? **Your typical methodology to client compensation and if you are charging different types of services. For example loss control.**
- 10) Is Auto for the Turnpike Authority self-insured or separate from the RFP for some reason? **Turnpike does not have any vehicle that are not state owned and covered under the State's self-insured program.**
- 11) What is your normal RFP cycle and when was the last time it was performed? **2010 was the last time the RFP was released. Usually a set number of years with extensions.**
- 12) Is the decision made solely by the selection committee? **Yes** Can you provide details of the makeup of individuals on the committee? **Not at this time.**
- 13) Is minority broker involvement required of the winning bidder? **No**
- 14) Can you provide and schedule of values & locations for the property coverage? **See Attachment 1 - gives Total Insured Value. The location of the property is throughout the whole state.**
- 15) Can you provide 5 yrs. of loss history on the property coverage? **Loss runs will be provided at the time of the award. Nothing has breached the deductible of \$2.5 million**
- 16) Per review of the schedule insurance policies listed in Attachment 1, pages 26 to 28 of the Request for Proposal, we saw no evidence of professional liability policies for public officials and first responders. Are these coverages endorsed onto the commercial general liability policy listed on page 28, or in another policy not listed in attachment 1? **Please note that the State of Delaware employees and public officials are protected by tort law and by the Delaware Constitution. Those coverages are not included at this time.**
- 17) Per review of the schedule of insurance policies listed in Attachment 1, pages 26 to 28 of the Request for Proposal, we saw no evidence of a workers' compensation policy. As it is not listed, should we answer the questions in the RFP without referencing, and including specific services, and knowledge pertaining to workers' compensation and employer's liability? **Workers' Compensation is self-insured and is handled by a Third Party Administrator.**
- 18) After review of Section V, Technical Proposal, we have questions regarding the distinction between subsection A, question number 9, and subsection B, question 4. The questions seem similar, we interprets the questions as those coverages quoted and proposed by the carriers match the specifications submitted to those carriers. Could you please assist us in understanding the distinction between the two? **Section V A9 - What quality control procedures do you have before the binding of coverage and Section V B4 - what do you have after binding of coverage.**
- 19) Several of the questions in the Request for Proposal require information related to loss control, and claims administrative services. The answers to those questions would be best answered if we had an idea of the number of claims incurred by the State of Delaware during a policy year. Is the State willing to provide a rough estimate of the number of property, automobile, liability claims by line of coverage? As per our earlier question, if the broker is responsible for workers' compensation claims, that number as well? **This focuses on the services that you have available to help the state with loss control and if a loss occurs what services do you have to assist the state when a claims occurs connected with the coverage you have placed for the state.**